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 REAL ESTATE

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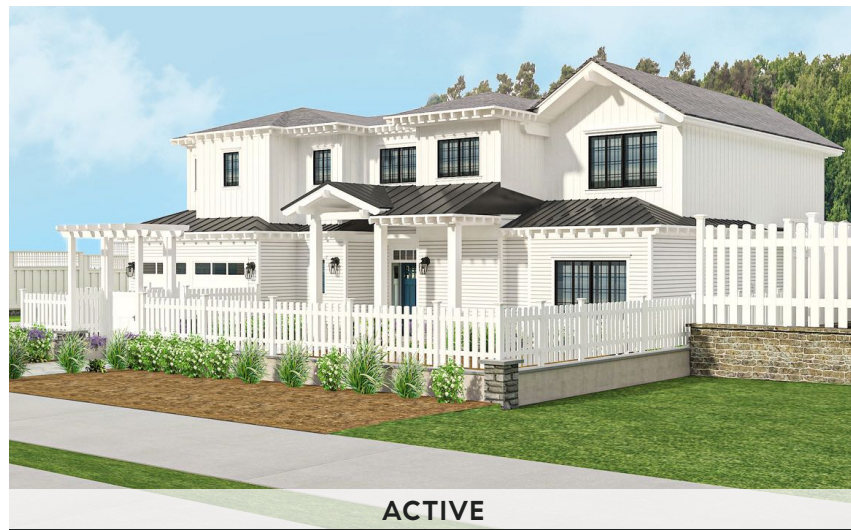
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Learn more about us at www.CaspersenBrothers.com

Featured Listings by The Caspersen Brothers

JOE AND JANE,

Seems like you'd want the best marketer, negotiator and project manager when it comes to such an important asset like your home. We have the influence and ability to get exceptional results. If or when the time comes, we'd love to be of service.



ACTIVE



525 FORD AVENUE | 4 BEDS | 5.5 BATHS | 4,025 SQ. FT. | LISTED FOR \$2,650,000



SOLD · REPRESENTED BUYER

6369 CLUBHOUSE DRIVE
 6 BEDS | 5.5 BATHS | 8,089 SQ.FT.
SOLD FOR \$3,595,000



SOLD IN ONE WEEK FOR \$120K OVER ASKING PRICE

223 VIA VILLENA
 4 BEDS | 2.5 BATHS | 2,767 SQ.FT.
SOLD FOR \$1,415,000



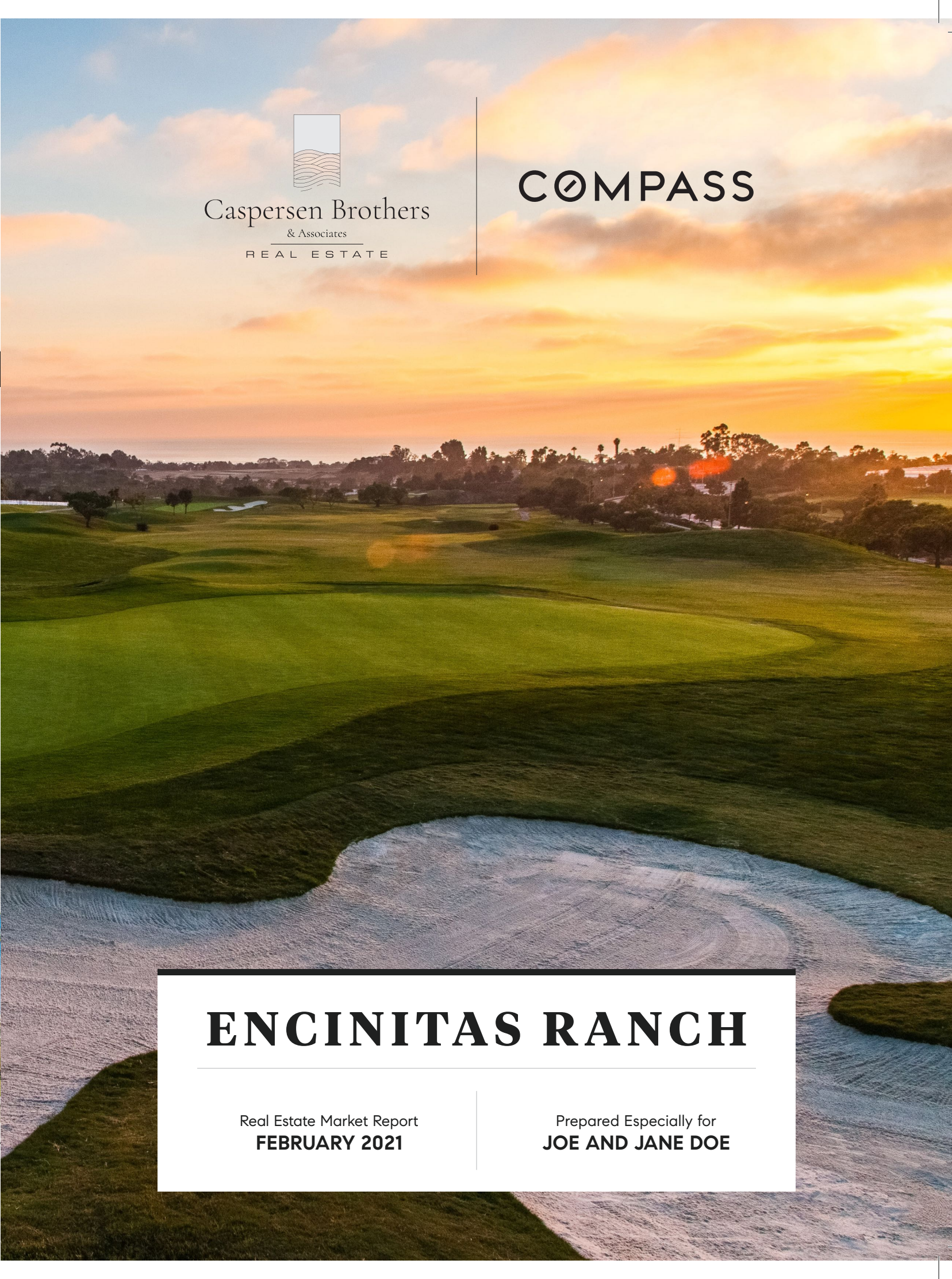
SOLD IN 11 DAYS FOR \$76K OVER ASKING PRICE

444 DUNSMORE COURT
 4 BEDS | 2 BATHS | 1,852 SQ.FT.
SOLD FOR \$1,275,000



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ENCINITAS RANCH

Real Estate Market Report
FEBRUARY 2021

Prepared Especially for
JOE AND JANE DOE

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ENCINITAS RANCH

Real Estate Market Report

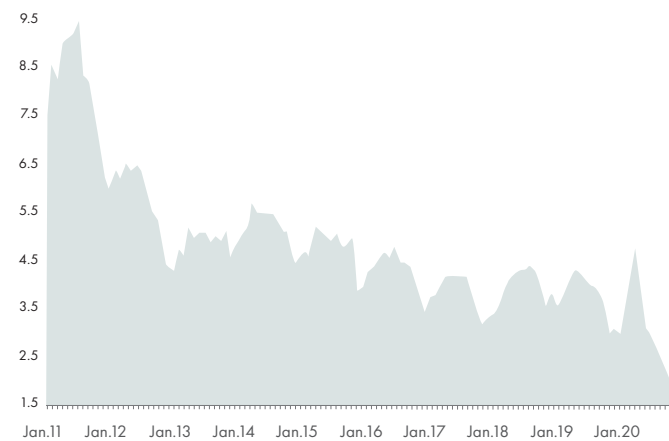
What Does Record-Low Housing Mean for You

The real estate market is expected to do very well in 2021, with mortgage rates that are hovering at historic lows and forecasted by experts to remain favorable throughout the year. One challenge to the housing industry, however, is the lack of homes available for sale today. Last week, the National Association of Realtors (NAR) released their Existing Home Sales Report, which shows that the inventory of homes for sale is currently at an all-time low.



Months Inventory of Homes For Sale

2011 - Today



"Total housing inventory at the end of December totaled 1.07 million units, down 16.4% from November and down 23% from one year ago (1.39 million). Unsold inventory sits at an all-time low 19-month supply at the current sales pace, down from 2.3 months in November and down from the 3.0-month figure recorded in December 2019."

— NAR

What Does this Mean for You?

If You're A Buyer

Be patient during your home search. It may take time to find a home you love. Once you do, however, be ready to move forward quickly. Get pre-approved for a mortgage, be prepared to make a competitive offer from the start, and know that a shortage in inventory could mean you'll enter a bidding war. Calculate just how far you're willing to go to secure a home and lean on your real estate professional as an expert guide along the way.

If You're A Seller

Realize that, in some ways, you're in the driver's seat. When there's a shortage of an item at the same time there's a strong demand for it, the seller is in a good position to negotiate the best possible terms. Whether it's the price, moving date, possible repairs, or anything else, you'll most likely be able to request more from a potential purchaser at a time like this — especially if you have multiple interested buyers. While you generally have the upper hand in this situation, it's good to keep in mind not to be unreasonable, as presenting too high of demands can also push away a potential buyer.

Joe and Jane,

Selling a home in **Encinitas Ranch** requires extensive local knowledge, a great marketing plan, and superior negotiation skills. As your Encinitas Ranch specialists, we are uniquely qualified to help you receive top dollar for your home. Call us today to get started!

There are No Encinitas Ranch Homes Currently Active

Encinitas Ranch Homes Currently Pending

STATUS	STREET NAME	BEDS	BATHS	EST. SQUARE FEET*	LIST PRICE	LIST DATE
Pending	Shasta Drive	3	2.5	3,300	\$1,395,000	12/22/20
Pending	Paloma Court	4	3.5	3,400	\$1,475,000	01/17/21
Pending	Paloma Court	5	4.5	3,900	\$1,649,000	01/12/21
Pending	Lynwood Drive	4	3.5	4,400	\$1,800,000	01/28/21

There Were No Encinitas Ranch Homes Sold in the Last 30 Days

When the time comes to buy or sell, or if you have any real estate questions, please consider giving us a call.

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THERE'S NOTHING LIKE A HAPPY CLIENT

"We gave Pete a pretty big challenge, sell our house without listing it! My family bought a new home with Pete that we needed to renovate and because of our two little kids, dog, and very busy work schedules felt we could not list our home until we moved out. Pete came up with a plan to advertise our home as coming soon and did his own outreach and marketing of our home without the MLS. This produced in a short time four showings and two offers. One offer we accepted and just closed on without ever going to market. Five-stars plus for the job Pete did on this transaction!!"

— ALEX B.

Joe and Jane,
The housing market will remain strong throughout 2021. Know what that means for you, whether you're buying, selling, or doing both. Give us a call today to discuss your real estate goals and how we can help you navigate the current market to help you get there.